TEAM 3 BREAKOUT

Outline

➢ Six Possible Models (Concepts)

➢ Approaches/Themes (Organizing)

➢ Issues

➢ Questions

TEAM 3 BREAKOUT

➢ Classic DoD model

➢ Fee for Service Model

➢ GTN Model

➢ Organic Model - User is the developer

➢ Commercial - COTS/GSA used "as-is"

➢ Strategic Alliance Model - joint venture of interested parties sharing award/reward

– Participants: DoD (as participant not just customer), Industry

TEAM 3 BREAKOUT

➢ Where should the core competencies reside?
- AF looks for an application source provider
  - The internet language will be the next language instead of a stand alone application

➢ C2 should be web enabled solution
- linked with legacy software
- DII-COE??
- Global Transportation Network Model - yahoo with subscription database behind it with Pointcast in it's future
  - success w/in constraints

TEAM 3 BREAKOUT

- ➤ Need for defense contractors to adapt to IT business techniques
- ➤ Partnership btwn DC and IT for investment and development into a .com model
- ➤ "Contracted Air Force" concept
  - – Never cheaper for industry to do something (versus in-house) unless there is an additional market for it.
- ➤ Application Service Model
  - – Works with a common service ex. Medical service
  - – Why don't we business process engineer?
  - – Reduces training requirements
  - – DoD selected high level architecture for Interoperability
    - • No difference than TCP-IP

TEAM 3 BREAKOUT

➢ Total Service Model - Concept of Fee for service vs. current gov't procurement of goods
  – Incentivize industry to provide end product (buy solution)
  – Long-term contract option possibilities (15+ years)
  – Teaming relationship w/ collaborative effort
  – Gov't out of OT&E, configuration control
  – Initial process takes same amount of time up front, then faster

➢ Difference from Commercial
  – Mission critical
  – Value added to being at the head of the competition
  – Forward leaning
  – Funds
  – Willing to partner

TEAM 3 BREAKOUT

➢ Problem of nailing down the requirements
  – Users are changing
  – Business can't get to the user to effect change
  – Who are the real decision makers
  – Process issue
  – How to build discipline in the system to build/field/update the systems that you need
    • Hardware systems have discipline
    • Lacking in software system
  – Requirements when user is involved are constantly changing - keep user close but not intimately involved
  – Affordability
  – Mistrust of contractors' solutions for operational user
    • Misunderstanding of requirements
    • < 100% solution
    • Investment into Technology Planning

TEAM 3 BREAKOUT

➢ Legacy systems Legacy System
  – Cannot afford to upgrade/maintain
  – Make Legacy Systems cheaper to operate

TEAM 3 BREAKOUT

➢ Collaborative Commerce/Environment
  – Web-based, dynamic environment
  – Instantaneous evolution
  – Answer to requirements drag
  – Consensus vs Collaborative
  – Budget lead-time is outside of the turn circle of the IT environment
  – Need to use more multi-year appropriations - R&D extended
  – Occurs at all levels - worker/O-6/General Officer

TEAM 3 BREAKOUT

ESC PRESIDENTS' FORUM

What's Next???